



CANNON BUILDING  
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**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

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<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE COMMISSION</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, December 13, 2018 at 9:00 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware Conference Room A, Second Floor of the Cannon Building
<b>MINUTES FOR APPROVAL</b>	January 10, 2019

**MEMBERS PRESENT**

Lynette Scott, Professional Member, **Chairperson**  
Lynn Rogers, Public Member, **Vice-Chairperson**  
Nikki Lane, Professional Member, **Secretary**  
Nora Martin, Professional Member  
Jason Giles, Professional Member

**DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Eileen Kelly, Deputy Attorney General  
Alison Warren, Administrative Assistant III

**MEMBERS ABSENT**

Mark Whitlock, Public Member  
Nathaniel Gibbs, Public Member  
Randy Marvel, Professional Member

**ALSO PRESENT**

Shawna Kirlin  
Charles Gianakis  
Tia Gianakis Minella  
Bobbi Slagle  
Kristen DeLand  
Beau Zebley  
Andrew Taylor  
Debbie Oberdorf

**CALL TO ORDER**

Ms. Scott called the meeting to order at 9:07 a.m.

## **REVIEW OF MINUTES**

The Commission reviewed the November 8, 2018 meeting minutes. Ms. Martin made a motion, seconded by Ms. Lane, to approve the November minutes as written. By unanimous vote, the motion carried.

## **UNFINISHED BUSINESS**

### Review Recommendation for Jennifer J Jones

Ms. Scott abstained from the review causing a lack of quorum. The review of Ms. Jones recommendation was tabled until next month's meeting.

### Review and Consider Executed Consent Agreement and Proposed Order for Kariann Orlowsky

The Commission reviewed and signed the order as written.

### Review and Consider Revised Executed Consent Agreement and Proposed Order for Robert Wheatley

The Commission reviewed and signed the order as written.

### Review and Sign Final Order for Cedric Allen

The final order was reviewed and signed by Ms. Scott.

## **NEW BUSINESS**

### Education Committee Report – November 1, 2018

Ms. Lane made a motion, seconded by Mr. Rogers to approve the November report. By unanimous vote, the motion carried.

### Ratification of Delaware School of Real Estate Courses - December 6, 2018 Education Committee meeting

Mr. Giles disclosed his interest in the school and stated it was not financial. There was no objection from the Commission for Mr. Giles to participate in the ratification vote.

Ms. Lane made a motion, seconded by Mr. Rogers to ratify the following courses listed below. By unanimous vote, the motion carried.

Code of Ethics-New Licensee Module 1

The Agreement of Sale – New Licensee Module 2

RE Documents & Seller Representation – New Licensee Module 3

Agent Etiquette – New Licensee Module 4

Agency & Fair Housing – Module 1

Code of Ethics – Module 2

50 Shades of Contracts: An Advanced Look at the Agreement of Sale – Module 3

RE Jeopardy – RE Documents – Module 3

Risk Management – Module 4

RE Jeopardy – Office Management – Module 4

Disclosures – Module 5

Current Issues in Agency Law – Module 5

RE Jeopardy – RE Practices – Module 6

Don't Let Your Sale Fall Apart (and what to do if it does) – Module 6

Short Sales – Module 6

Credit 101 – Module 7

The 15 Minute Walkthrough – How Houses are Built and What Goes Wrong – Module 7

#### Ratification of Associate Brokers/Broker/Salesperson Applications

Mr. Giles made a motion, seconded by Ms. Lane, to ratify the approved applications for associate brokers, brokers, and salespersons per the attached list. By unanimous vote, the motion carried.

#### Review of Salesperson Application(s)

Ms. Lane made a motion, seconded by Mr. Giles to approve the Salesperson Application for Charles Gianakis. By unanimous vote, the motion carried.

#### Review of Office Relocation Application(s)

Ms. Martin made a motion, seconded by Ms. Scott to approve the office relocation application for Coldwell Banker Vacations. By unanimous vote, the motion carried.

Mr. Giles made a motion, seconded by Mr. Rogers to approve the office relocations application for Coldwell Banker Residential Brokerage. By unanimous vote, the motion carried.

Mr. Giles made a motion, seconded by Ms. Lane to approve the office relocation application for Prestige Realty. By unanimous vote, the motion carried.

#### Review of New Office Application(s)

Ms. Lane made a motion, seconded by Mr. Giles to approve the new office application for Sky Realty contingent on receiving a copy of a deposit with the account number. By unanimous vote, the motion carried.

Ms. Lane made a motion, seconded by Mr. Giles to approve the new office application for Preferred Properties of DE, LLC. By unanimous vote, the motion carried.

Mr. Giles made a motion, seconded by Mr. Rogers to approve the new office application for Silver Lake Realty. By unanimous vote, the motion carried.

Ms. Lane made a motion, seconded by Mr. Rogers to table the application until next month, more signage information is needed. By unanimous vote, the motion carried.

Ms. Scott made a motion, seconded by Ms. Lane to approve the new office application for Coastal Real Estate Group, LLC. By unanimous vote, the motion carried.

Ms. Martin made a motion, seconded by Mr. Giles to approve the new office application for Coastline Realty. By unanimous vote, the motion carried.

#### Status of Complaints

Complaint #02-27-18 – Sent to AG's Office

#### **CORRESPONDENCE**

There was no correspondence before the Commission for review or discussion.

#### **OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

There was no other business before the Commission for discussion.

#### **PUBLIC COMMENT**

#### **NEXT SCHEDULED MEETING**

The next meeting will be held on January 10, 2019 at 9:00 a.m. in Conference Room A, 861 Silver Lake Boulevard, Suite 203, Dover, DE.

## **ADJOURNMENT**

There being no further business before the Commission, Mr. Giles moved, seconded by Ms. Scott, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 9:30 a.m.

Respectfully submitted,

*Alison Warren*

Alison Warren  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentation*

